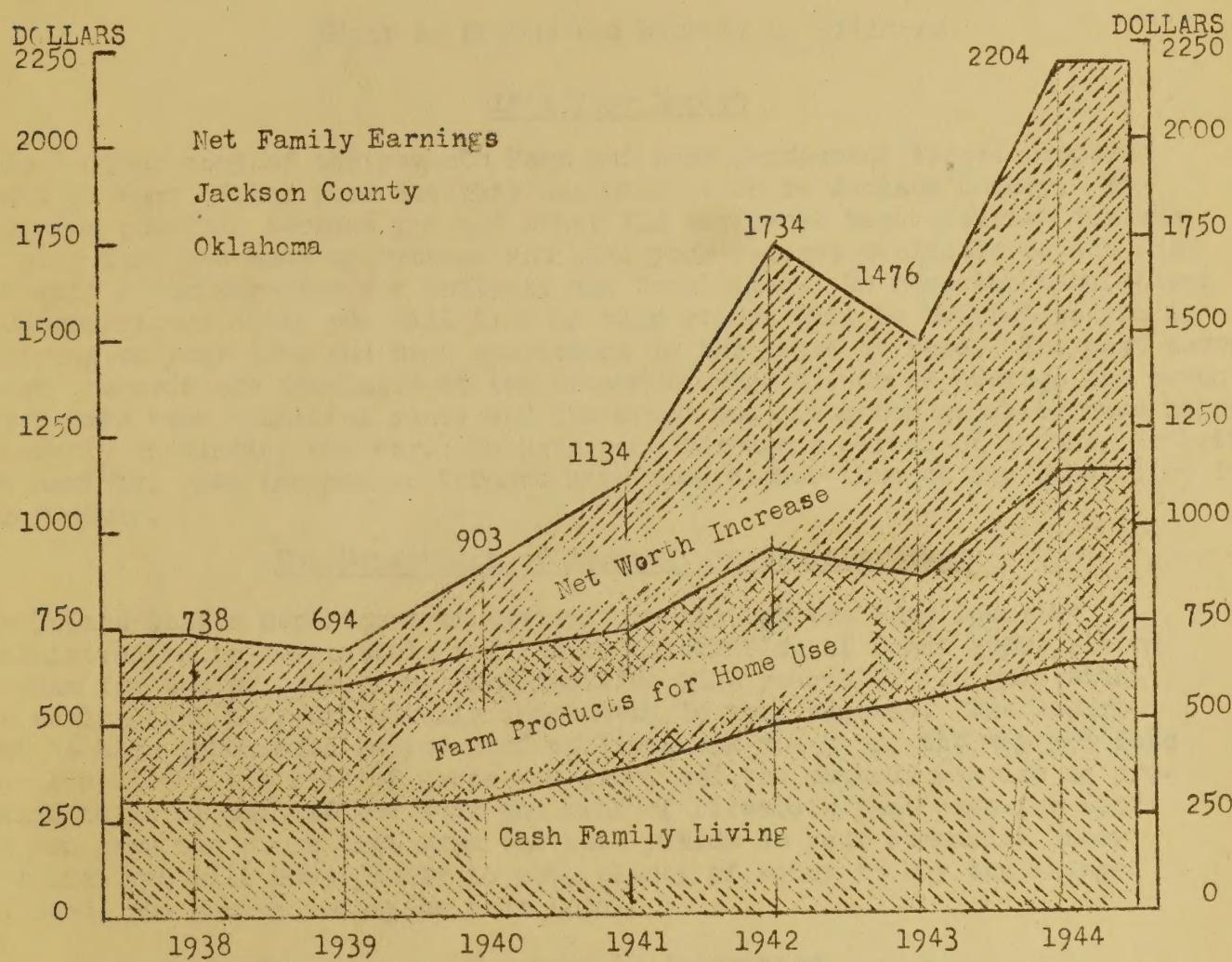


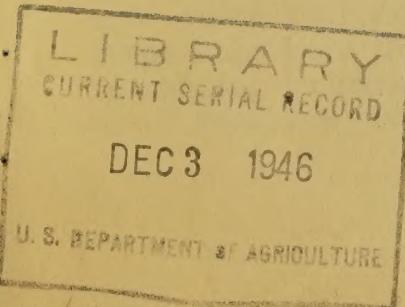
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FARM AND HOME MANAGEMENT REPORT
FOR
30 FARM SECURITY ADMINISTRATION BORROWERS
IN
JACKSON COUNTY
OKLAHOMA



An analysis of 30 Farm Family Record Books kept by Rural Rehabilitation Borrowers of the Farm Security Administration in Jackson County, Oklahoma, in 1944.

Genesis 41:29 Behold, there came seven years of great plenty throughout all the land of Egypt.



UNITED STATES DEPARTMENT OF AGRICULTURE
Farm Security Administration
Altus, Oklahoma
July, 1945

Farm and Home Management Report for
30 Rural Rehabilitation Borrowers of the
Farm Security Administration

in

Jackson County, Oklahoma

1944

by

Edgar A. Havens and Blanche M. Gillmore

It's Your Report

This is your copy of the seventh Farm and Home Management Report prepared for borrowers of the Farm Security Administration in Jackson County. It was made possible because you and other FSA borrowers kept accurate records of your farm and home operations and made your records available to the Farm Security Administration for analysis and tabulation. We hope the tabulations and comparisons which you will find in this report will be helpful to you in carrying on your farm and home operations in the years to come. The past seven years' records are tabulated at the bottom of Page 5. On an average the seven years have been bountiful years and the crops and livestock produced have helped immensely in winning the war. We have gone through a period of intense activity and anxiety. Net incomes to farmers have been higher than at any other time in our history.

The Department of Agriculture is Interested

The United States Department of Agriculture through the Farm Security Administration is responsible for the administration of funds appropriated to them for the purpose of helping families like yourself. It goes without saying that they are vitally interested in your success. The Department is also interested in the kind of livestock you keep, the way you feed your livestock, the kind of crops you grow, and the methods you use in producing those crops. If you keep the kind of livestock that pays for feed and you grow the crops that make the best yields in your community, they know that you will have plenty to eat, plenty of money to buy the things you need, and plenty to pay on your loan.

Congress is Interested

Your Congressman and your Senators, in approving the appropriations from which Farm Security Administration gets its loan funds each year, made it possible for us to lend you money for the purpose of putting your farming operations on a sound basis. Naturally, they want to know they did the right thing. And the only way they can be sure is to know that you are able to repay your loans and go on towards the time when you will be completely out of debt. If you carry out your farming operations successfully and assume your full share of the responsibilities of your community, Congress will know the money was well loaned and well repaid, and they will be willing to pass bills which will enable Farm Security Administration to help other families graduate to freedom from debt and finally to home ownership.

Your County Committee is Watching

Many other farm families are placing their applications with the Farm Security Administration for the purpose of securing loans to adequately finance their farming operations. The county committee who passed on your application must now go through many applications and pick out those who will secure loans. They are your friends and neighbors and are responsible for seeing that our FSA program fits the needs of their community. They are also responsible for seeing that only those families who will respect their obligations and try to carry on sound farm and home operations are allowed to borrow from public funds. You can see why they are interested in knowing how you are getting along with your loan. If you fail, they know their judgment was wrong because they signed their names to a statement saying that you were tops in the group of families whose applications were considered. They will be disappointed if something goes wrong on your farm and they will wonder about giving other families the opportunity you were given. We know you are going to continue giving a good account of the money which was loaned to you and that you will not let your Committee down.

Let's Look at Some Figures

In the table below, we have listed the Net Family Earnings for each of the 30 families whose record books were used in this report. The earnings for your family have been checked with a red pencil. You can readily see whether you were in the high income group, the medium group, or the low income group. Also, how you ranked with the other families.

Net Family Earnings

High Income Group		Medium Income Group		Low Income Group	
Rank	Earnings	Rank	Earnings	Rank	Earnings
1	\$ 5032	11	\$ 2187	21	\$ 1580
2	4637	12	2181	22	1562
3	4573	13	2116	23	1535
4	3161	14	1947	24	1511
5	2854	15	1913	25	1487
6	2696	16	1862	26	1397
7	2640	17	1860	27	1388
8	2530	18	1832	28	1277
9	2392	19	1757	29	1255
10	2274	20	1660	30	1041
Totals	\$32789		\$19316		\$14033
Average	\$ 3279		\$ 1932		\$ 1403

In the tables in this report (like the one on the opposite page), you will find the averages for other items for these groups of families. The figures for your farm have been tabulated with a pen or pencil in the first column so that you may readily compare your farm with the average of the others.

Table I.- Farm Income, Expenses and Investments on 30 Farm Security Administration Farms in Jackson, County, Oklahoma, in 1944.

Item	Your farm	Average 30 farms	Average 10 high	Average 10 low
Net Family Earnings	\$.....	\$2204	\$3279	\$1403
Increases in Net Worth	1064	1955	335
Farm Products for Home Use	506	623	450
Cash Living Expenses	634	701	618
Total Cash Income	\$.....	\$2552	\$3330	\$2030
Farm Expenses	1261	1752	974
Net Cash Farm Income	\$.....	\$1291	\$1578	\$1056
Feed Inventory 12-31-44	400	657	298
Livestock " 12-31-44	765	1062	521
Farm Equipment Inventory 12-31-44	1377	1857	1114
Total Working Capital	\$.....	\$2542	\$3576	\$1933
Total Borrowed in 1944	\$.....	\$ 472	\$ 349	\$ 763
Total Repaid in 1944	\$.....	\$ 690	\$ 839	\$ 589
Acres in Farm
Acres in Crops
Number in Family	3.6	4.3	3.5
Total loans from F.S.A.	\$.....	\$.....	\$.....	\$.....
Total Repaid to F.S.A.	\$.....	\$.....	\$.....	\$.....
Farm Income Per acre	\$.....	\$.....	\$.....	\$.....
Farm Expense Per Acre	\$.....	\$.....	\$.....	\$.....
Net Cash Farm Income Per Acre	\$.....	\$.....	\$.....	\$.....
Net Worth at Beginning of Year	\$.....	\$.....	\$.....	\$.....
Net Worth at End of Year	\$.....	\$.....	\$.....	\$.....
Number Years as a Borrower

It Pays to Know Just How We Stand

It is hard for us to tell whether we have done a good job of farming or just a fair job unless we have some basis for comparing our records with the records of others. If we really know that someone else has made twice or three times as much cotton per acre as we made, we have a feeling that there might be a place to go to learn something about raising cotton. If we know that some family made their hens lay 200 eggs per hen, we know that there is a place to go to find out about poultry. Have you ever thought what a fine farm you would have if you could handle each enterprise on your farm as well as the most successful family on each enterprise within a ten-mile radius from your farm? We can't tell you the records of any one family. That information is confidential. We know you wouldn't want us to tell other families about your business; so, in just the same way, we do not want to tell you about their business. But we can put the figures together as averages and tell you what the better farmers are doing, one of the advantages of all keeping the same kind of record book.

The High Income Group Points the Way

One of the fundamental rules of success on a farm is to be able to do the things that pay off best in your particular type of farming area. This is called "Farm Organization" or "Selection of Enterprises" (the "what" and "how much" part of farming). If the high income group feels it is profitable to milk more cows, then wouldn't it stand to reason that more cows ought to be milked? And if the high-income group is able to take in over \$3000 and the low-income group only 2/3 that much, wouldn't it stand to reason that the high-income group knows a little more about making a success of their farming operations? And if the high-income group realized almost twice as much net income as the low-income group, wouldn't there be even more reason for taking a tip from the high-income families?

More Crops and a Lot More Livestock

Table II indicates that the high-income group of families sold \$1269 worth of livestock and livestock products compared with the sales of only \$707 on the low-income farms. In addition to that, the high-income group also sold twice as many dollars' worth of crops. How did they do it? How did they get more cotton per acre? How did they get more income from the feed they fed their livestock? Have you visited many other farms this past year? Did you get a chance to go to Stillwater to any of the "Days" like the "Dairy Day", "Feeder's Day", or "Open House at the Field Crops and Soils Plots"? Did you get to Guthrie to see the splendid work in Soil Conservation that is going on there? There were a lot of the best farmers looking over that work, and they were telling each other how to do a better job of farming all the time they were looking at what the Station plots showed as sound practices. Changes in methods of farming are coming thick and fast, and it is no small job to keep up to date. Good farmers set aside at least ten days each year for group meetings, farm tours, planning meetings, and other ways of keeping up-to-date. They know it takes brains as well as brawn to run a farm successfully.

Table II.- Cash Farm Income on 30 Farm Security Administration Farms in Jackson County, Oklahoma, in 1944.

Item	Your farm	Average 30 farms	Average 10 high	Average 10 low
Net Family Earnings	\$.....	\$2204	\$3279	\$1403
Crop Sales	\$.....	\$1136	\$1641	\$ 704
Poultry Sales 38	33.	. 55
Eggs Sales	224	332	154
Dairy Products	415	598	309
Cattle Sales	191	208	145
Hog Sales	31.	44	. 39
Other Livestock Sales	38	54	5
Other Farm Income	129	129	158
Other not from farm	350	291	461
Total Cash Income	\$2552	\$3330	\$2030
Total Livestock Income	\$ 937	\$1269	\$ 707
Total Crop Income	\$1136	\$1641	\$ 704
Total All Other Income	\$ 479	\$ 420	\$ 619

Seven Years of Plenty (Cover Page)

Item	Year						
	1938	1939	1940	1941	1942	1943	1944
Cash Income	\$ 616	\$ 609	\$ 714	\$ 969	\$2192	\$2073	\$2552
Cash Farm	354	442	345	483	960	1080	1261
* Cash living	298	283	295	379	493	549	634
Cash Operating	752	725	640	862	1453	1629	1895
Capital & Debts	-36	-116	74	107	739	444	657
* Prod. Home Use	283	313	386	366	447	322	506
* Increase in N.W.	157	98	222	389	797	605	1064
Net Farm Earnings	738	694	903	1134	1737	1476	2204

* Added Together to get net Family Earnings.

What Expenses are Profitable?

The problem of what to spend money for becomes more and more vexing as we get away from a "live-at-home" type of farm, a "family-type farm". A comparison of what the high-income group spent their money for with what the low-income group spent their money for tells something about the profitability of farming. The high-income group spent more for feed and more for crop expenses. The high-income group also hired more labor but in view of the additional livestock income, it was evidently a profitable expense. The total farm operating expenses amounted to \$1752 per farm on the ten high-income farms compared with \$974 on the low-income farms. Does it pay to hold expenses down? Just what is the problem involved? Just because the high-income farmers spent more money is no sign that the low-income farmers would make more by spending more unless their farms were organized to have more livestock and bring in more income. Each expenditure must be watched carefully and if it is justified, well and good. But if it is not justified, the time to stop such expenses is before they start. That is another of the many reasons for making a farm and home plan.

How Much Feed Should Be Bought?

It is always a difficult task to buy the other fellow's feed and make a profit, yet on a small farm this is sometimes the only avenue open for a larger volume of business per acre — that task of providing all members of the family with something profitable to do each day of the year. Only livestock enterprises which return a very high income for each one hundred dollar's worth of feed they get have a place on a family-type farm such as RR families operate. This means a trend towards dairy and hens as major livestock enterprises. The high-income group of farms averaged \$930 income from dairy products and eggs, while the low-income group only took in \$463 from these two sources. The high-income group must have fed more feed because they took in more money from livestock, or do you suppose they fed about the same amount of feed and just had better livestock that produced more income for each \$100 worth of feed fed. We just don't have the answer, but in the years to come, we may be able to analyze your records a little more fully and give you that answer.

What About Higher Yields Per Acre?

The records indicate that the high-income group not only sold more livestock, but also sold more crops. And they only spent 27% of their livestock income for feed, which indicates that the high-income group must have produced their own feed and raised more crops to sell too. How did they do it? Did they get more rain than the low-income group? Did they have more of their land planted to crops that produce more feed per acre, such as alfalfa? And what yields did they get per acre? Here is another gap in our information which we hope to close in next year's records. We are sure we could all profit by knowing more about the cropping system followed by the high-income group and what luck they are having at getting higher yields per acre.

Table III.- Farm Expenses on 30 Farm Security Administration Farms in Jackson County, Oklahoma, in 1944.

Item	Your farm	Average 30 farms	Average 10 high	Average 10 low
Net Family Earnings	\$.....	\$2204	\$3279	\$1403
Feed Purchases	\$.....	\$240	\$338	\$191
Crop Expense	159	211	162
Machinery Repair	65	84	72
Auto Expense	141	166	155
Tractor & Truck Expense	185	246	174
Building & Land Upkeep	20	20	20
Misc. Livestock Expense	18	35	6
Hired Labor	289	510	104
Taxes, Insurance	56	50	88
Other Farm Expense88	.92	.2
Total Farm Expenses	\$.....	\$1261	\$1752	\$974
Total Livestock Income	\$.....	\$937	\$1269	\$707
Per Cent Spent for Feed%	26%	27%	27%
Total Expense Less Feed & L.S. Expn.	\$.....	\$1003	\$1379	\$777
Crop Acres
Crop Expense Per Acre	\$.....	\$.....	\$.....	\$.....

Family Living Takes Cash Too

Cash family living expenses accounted for what was done with one-fourth of all cash income received in 1944. It is no small responsibility to spend that much money wisely. Each expenditure requires careful analysis. It requires making a decision between buying something for use this year and saving the money by paying it on the RR loan. What is a fair amount of earnings to spend for family living? Table IV has been prepared for your use in comparing your family expenses with the averages of all families — the high-income group, and the low-income group. In making comparisons of family living expenses, the number in the family is a very important factor. For that reason, the lower part of the table has been prepared to show the various items of family living on a "per person" basis. The low-income group spent more money per person than the high-income group. Do you suppose they spent more than they should in proportion to their earnings? Cash living expenses took more than half of their earnings for the year. It's something to be considered thoughtfully by each farm family.

Producing Food for Home Use Helps

By good planning and management, we should be able to produce 75 to 85% of our food on our farms. The average family produced 65% of its food at home; however, several produced more than 75%. If the figures are low for your farm, there is still time to make changes that will put you over the top in 1946. Your family will need ABUNDANT health this year to make its greatest contribution to an early peace. The best way to have that abundant health is through DAILY eating of a balanced diet, and the surest way to have it to eat is to PRODUCE it. At a "Save the Soil Clinic" in a neighboring state recently, Dr. W.A. Albrecht of the University of Missouri, pointed to our rich prairie soils where the "buffalo used to roam" as the protein basket of the world. He also pointed out that our soils were rich in minerals, much richer than the soils to our east and south in the higher rainfall areas. Now, why should we buy tomatoes and beans and corn from areas of worn-out soils? If there is any area in the United States where good foods — rich in protein, vitamins, and minerals — can be grown, it is right here in Jackson County. Producing food at home not only means a great saving in money, but to us with our favored soils and climate, it means more healthful foods.

There is "Food for Thought" in the Tables

You will probably find many more interesting items of comparison as you study through the tables in this report. Time and space does not permit an elaboration of the details. The facts, are there, however, and the time spent studying them will pay better dividends per hour than anything else you will probably do during the entire year. The time has now come in our "changing farming world" where a pencil is the most important implement on the farm and in the home. It is the "guide stick" that helps determine what is best for the years ahead. The splendid record which FSA families are making indicates that pencils, plans, and records are being used effectively. A pattern of "better family living" is being set by you folks which other farm families may use as a model for building their plans. Agriculture will be on a sounder basis in the years to come because of your thinking and planning and your counseling together as a family and with your neighbors.

Table IV.— Family Living Expenses on 30 Farm Security Administration Farms in Jackson County, Oklahoma, in 1944.

Item	Your farm	Average 30 farms	Average 10 high	Average 10 low
Family Net Earnings	\$.....	\$2204	\$3279	\$1403
<u>Cash Living Expenses:</u>				
Food	\$.....	\$ 275	\$ 291	\$ 275
Clothing	103	120	110
Personal Care	27	29	27
Medical Care	50	49	41
Household Operating	79	89	84
Minor Housing	9	10	1
Minor Furnishings & Equipment	21	32	12
School, Church, Recreation, etc.	43	54	39
Life Insurance	17	16	17
Other Living Expense	10	11	12
Total Cash Living Expense	\$.....	\$ 634	\$ 701	\$ 618
Farm Products for Home Use	\$.....	\$ 506	\$ 623	\$ 450
Total Family Living Costs	\$.....	\$1140	\$1324	\$1068
Total Food Costs	\$.....	\$ 781	\$ 914	\$ 725
Percent of Food from Farm%	65%	68%	62%
Number in Family	3.6	4.3	3.5
<u>Cash Living Expense Per Person:</u>				
Food	\$.....	\$ 76	\$ 67	\$ 79
Clothing	29	28	31
Personal Care	7	7	8
Medical Care	14	11	12
Household Operating	22	21	24
Minor Housing	2	2	-
Minor Furnishings & Equipment	6	7	3
School, Church, Recreation, etc.	12	13	11
Life Insurance	5	4	5
Other Living Expense	3	3	3
Total Cash Living Expense Per Person	\$.....	\$ 176	\$ 163	\$ 176
Farm Products for Home Use Per Person	\$.....	\$ 141	\$ 145	\$ 129
Total Family Living Cost Per Person	\$.....	\$ 317	\$ 308	\$ 305
Total Food Per Person	\$.....	\$ 217	\$ 212	\$ 208

